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18 June 1965

**MEMORANDUM FOR: Chief, Procurement Division, OL****THROUGH : Chief, Admin Staff, DD/S&T****SUBJECT : Contract for A-D Converter***References**DD/S&T - 2456-65  
DD/S&T - 2457-65*

1. This memorandum and OCS requisitions numbers 6057-OCS-147-65 and 6057-OCS-148-65 request that you proceed with contract negotiations with Beckman Instruments, Inc., Winston Research, Inc., and IBM as outlined below:

a. Many problem areas in OEL, FMSAC, OSI and OSA require rapid conversion of various types of electronic intelligence recorded as analog traces on magnetic tape. The volume of this "raw" data and the requirement for a short processing time dictates that high speed computers be utilized as much as possible. The "raw" data must be digitized to make it compatible with high speed computers. This requested contract action is needed to provide equipment for the analog data conversion to meet the computer processing requirement.

b. Technical proposals were requested from 12 companies to determine the capability and "state of the art" in A to D conversion. After the receipt of those proposals submitted, detailed specifications were provided to three companies who indicated the greatest capability and flexibility in their preliminary proposals. The Technical Review Committee, established in OCS for hardware evaluations, unanimously recommends the Flexible Analog-Digital Laboratory Device proposed by Beckman Instruments, Inc. The recommendation was based on:

(1) Beckman's general technical concept was as good or better than the others;

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(2) Some very original ideas on Beckman's part outline an extremely flexible device.

(3) The quoted "ball park costs" were approximately \$200,000 and \$300,000 less expensive than other competitors in the final proposals.

(4) The device will handle all identified Agency A to D requirements.

c. The Beckman proposal requires three separate actions:

(1) A contract for the basic A to D converter.

(2) A contract for an analog tape deck to be provided as a unit of GFE equipment. Beckman recommends the L-6014A Analogue Playback Tape Deck made by Winston Research, Inc., 6711 So. Sepulveda Blvd., Los Angeles, California.

(3) A drop shipment of a computer for hardware and software checkout. Beckman recommends the IBM 360 Mod 30, approximately 4 months' rental, as a second item of GFE equipment.

d. If the Beckman proposal is accepted the following approximate costs would be encountered over the 48 weeks of the contract:

(1) Flexible Analog-Digital Laboratory Device, Beckman Instruments, Inc., \$515,000.

(2) The L-6014A Analogue Playback Tape Deck, Winston Research, Inc., \$122,000.

(3) IBM 360 Model 30 computer on 4 months' rental, IBM, Inc., \$70,000.

e. Contract relationships would be unclassified.

f.  of this Office, on extension 4041, will be the technical monitor and may be contacted for additional information.

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2. It is recommended that OL proceed with immediate negotiations with Beckman Instruments, Inc. and Winston Research, Inc. and that a letter of intent be provided to IBM for the drop shipment of the computer to the Beckman plant as soon as specifications on the hardware can be obtained.



**Assistant Director,  
Computer Services**

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